WHAT IS CLAIMED IS:

1.   A computer implemented system for negotiation
and tracking of sale of goods, comprising:

        a computer system having a processor and memory, the
computer system executing a software application that
provides a negotiation engine;

        the negotiation engine operating to store data
representing a current state of a negotiation between a
seller and a buyer;

        the negotiation engine storing the data within a
framework for representing aspects of the negotiation
between the seller and a buyer, the framework including:

        a request object, a promise object and an
acceptance object that can store a current description of
a contract;

        a set of one or more delivery deals determined
by the contract, each delivery deal including a delivery
request object, a delivery promise object, and a delivery
acceptance object that can store associated item deals
and time periods for delivery of item deals; and

        the item deals, each item deal including an
item request object, an item promise object and an item
acceptance object that can store individual sales-order
line-items;

        such that the negotiation engine allows a user to
monitor the current state of the negotiation over a range
of prices, a range of dates, ranges of quantities of a

set of goods, and a ~~range of configurations of the goods~~
~~in the set.~~

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2. The computer implemented system of Claim 1,
wherein the negotiation engine stores data representing
the negotiation only at its current state.

3. The computer implemented system of Claim 1,
wherein the negotiation engine concurrently stores data
representing the negotiation at request, promise and
acceptance states.

4. The computer implemented system of Claim 1,
wherein the request object has a plurality of fields
including delivery requests, delivery policy, accept by,
date issued, date accepted, date queued, and changeable.

5. The computer implemented system of Claim 1,
wherein the promise object has a plurality of fields
including delivery promises, delivery policy, accept by,
date offered, and changeable.

6. The computer implemented system of Claim 1,
wherein the acceptance object includes a plurality of
fields including delivery acceptances and accepted.

7.   The computer implemented system of Claim 1, wherein the delivery request object has a plurality of fields including item requests, due, max price, rate start, promising policy, fulfillment policy and rank.

8.   The computer implemented system of Claim 1, wherein the delivery promise object has a plurality of fields including item promises, due, delivery price, rate start and fulfillment policy.

9.   The computer implemented system of Claim 1, wherein the delivery acceptance object includes a plurality of fields including item acceptances, due, rate start and fulfillment policy.

10.   The computer implemented system of Claim 1, wherein the item request object has a plurality of fields including configuration, quantity, max price and delivery plan.

11.   The computer implemented system of Claim 1, wherein the item promise object has a plurality of fields including configuration, quantity, and price.

12.   The computer implemented system of Claim 1, wherein the item acceptance object includes a plurality of fields including configuration and quantity.

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13. The computer implemented system of Claim 1, wherein the negotiation engine further operates to identify problem conditions responsive to fields of the request object, promise object and acceptance object reaching certain thresholds in relation to one other.

14. The computer implemented system of Claim 13, wherein the problem conditions pinpoint mistakes in the negotiation.

15. The computer implemented system of Claim 13, wherein the negotiation engine further operates to provide resolution methods for each problem condition.

16. The computer implemented system of Claim 13, wherein the problem conditions include a set of problems identified responsive to a change in data after an acceptance in an attempt to reopen the negotiation.

17. The computer implemented system of Claim 1, wherein the negotiation engine further operates to export the data representing the current state of the negotiation to a planner-scheduler for purposes of prioritizing planning activities.

18. The computer implemented system of Claim 17, wherein the exported data is used to report when the buyer and the seller made certain proposals and commitments.

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~~19.~~ The computer implemented system of Claim 1, wherein the exported data is used ~~for effective~~ calculation of available to promise product.

20. A computer implemented process providing a framework for negotiation and tracking of sale of goods, comprising:

establishing a relationship between a plurality of
5   negotiation states, the states including a no request state, a requested state, a promised state, a countered state, a queued state, and an accepted state;

identifying an action by a negotiating party as being an action selected from the group consisting of a
10   request action, a promise action, a queue request action, a delete action and an acceptance action;

moving between the negotiation states responsive to the action identified; and

storing data representing the current state of the
15   negotiation.